WELCOME

HOMELAND SECURITY DAY: FIRST RESPONDERS

Silicon Valley Innovation Program
& First Responders Group

Meeting Logistics

- **Restrooms:** Are located near Capital Factory lobby – out of meeting room and take a left.

- **Emergency Exits:** Are located through the doors in the registration area.

- **Please silence all mobile devices**

- **Agenda and other program handouts:** Available at the registration desk.

Agenda

TIME	EVENT
8:45 am – 9:00 am	Registration
9:00 am – 9:15 am	Welcome and Opening – Ms. Melissa Ho, Managing Director, SVIP
9:15 am – 9:30 am	KEYNOTE – Daniel Cotter, Director, DHS S&T First Responders Group
9:30 am – 10:30 am	First Responders Panel – *Moderated by Dan Cotter* Chris Pietrzak, U.S. Border Patrol John Miri, Lower Colorado River Authority Commander Ely Reyes, Austin Police Department Captain Travis Maher, Austin Fire Department Paul Hopingardner, Deputy CIO - City of Austin
10:30 am – 10:50 am	Q & A for First Responders Panel
10:50 am – 11:05 am	Break
11:05 am – 11:25 am	DHS Engaging Startups – Melissa Ho, Managing Director, Silicon Valley Innovation Program
11:25 am – 11:55 am	Technology Areas of Interest – Dan Cotter, Director, DHS S&T First Responders Group Anil John, Program Manager, DHS S&T Cyber Security Division
11:55 am – 12:10 pm	Startup Testimonial
12:10 pm – 12:30 pm	How to Apply and Wrap Up

Engage With Us!

WEBSITE
scitech.dhs.gov

TWITTER
@dhsscitech

FACEBOOK
@dhsscitech

PERISCOPE
www.periscope.tv/dhsscitech/

YOUTUBE
youtube.com/dhsscitech

EMAIL
dhs-silicon-valley@hq.dhs.gov

Follow Today's Conversation at @dhsscitech
#StartupDHS

Keynote

Daniel Cotter

Director, First Responders Group
Science & Technology Directorate
Department of Homeland Security

First Responders Panel

Chris Pietrzak
U.S. Border Patrol

John Miri
Lower Colorado River Authority

Cmdr Ely Reyes
Austin Police Department

Cpt Travis Maher
Austin Fire Department

Paul Hopingardner
City of Austin

BREAK

Accelerating innovation for DHS and the homeland security enterprise to safeguard the American people, the homeland and our values.

Silicon Valley Innovation Program

About Us

Our Mission
At the U.S. Department of Homeland Security (DHS) our *mission is to ensure that the homeland is safe, secure ad resilient* against terrorism and other hazards.

Accelerating Innovation
The **DHS Silicon Valley Innovation Program** accelerates the *transition of innovative technologies and solutions* for the U.S. Department of Homeland Security and the greater homeland security enterprise.

Addressable Market
In 2018, the value of the homeland security enterprise is estimated to be $544 billion.

What We Do

To keep pace with the innovation community and tackle the hardest problems faced by DHS's operational missions, we

EDUCATE
Help investors and entrepreneurs understand DHS's hard problems

FUND
Provide accelerated non-dilutive funding (up to $800K US) for product development to address DHS's needs

TEST
Provide test environments and pilot opportunities

SVIP Focus Areas

K9 Wearables

Open Application

Closes: June 2017

Big Data

Open Application

Closes: June 2017

Fintech Cybersecurity

Open Application

Closes: Nov 2017

Drones

Open Application

Closes: July 2017

Identity

Open Application

Closes: July 2017

How We Fund

Potential for $800K; Up to 24 months

Performance-based funding steps			
Phase 1	$50-200K	3-6 mos	Proof of concept demo
Phase 2	$50-200K	3-6 mos	Demo pilot-ready prototype
Phase 3	$50-200K	3-6 mos	Pilot test prototype in operations
Phase 4	$50-200K	3-6 mos	Test in various operational scenarios

- Rolling applications reviewed approx. every 30-60 days
- If invited to pitch, funding decision made same day
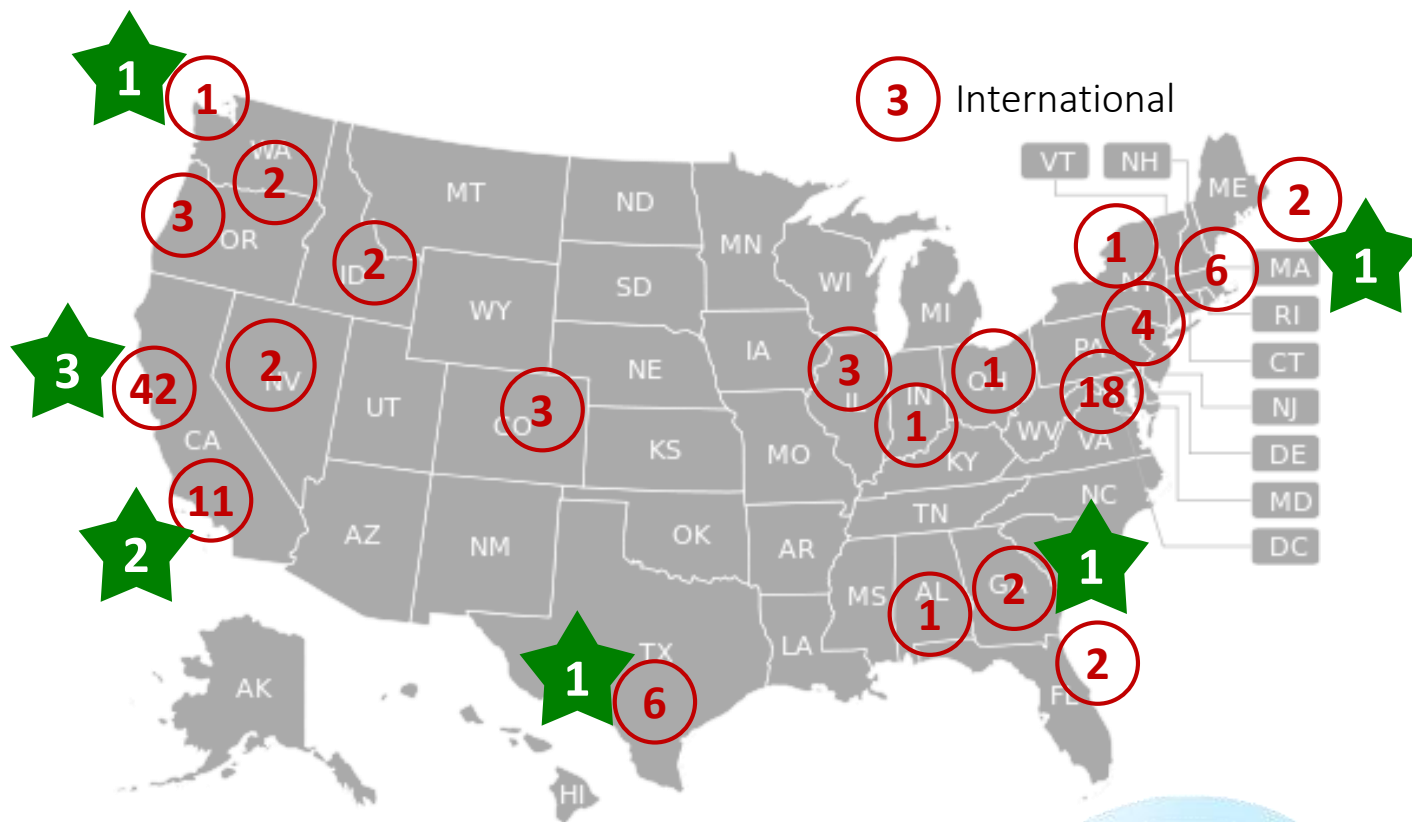- Contract awarded within 30-60 days

What We Look For

- "Non-traditional" govt contractors
- Passion for our mission
- Collaborative founders
- B2B/Enterprise-focus
- Viable product
- Some traction
- Path to scale

Latest Stats

Map of the United States with data points:

- International: 3
- WA area: 1, 1, 2
- OR: 3
- ID: 2
- CA: 42, 2, 11
- NV: 2
- CO: 3
- IL: 3
- IN: 1
- KY: 1
- MI: 1
- OH: 18
- PA: 4
- NY: 1
- ME: 2
- MA: 6, 1
- TX: 6
- AL: 1
- GA: 2
- FL: 2
- NC: (green star)

Green stars: 1, 3, 2, 1, 1, 1, 2

5
Funded Topics

116
Applications

27
Pitches

9
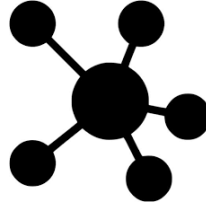Startups Funded

45
Days to Contract

Why Us?

Equity-Free
This is a performance based contract. Up to $800K available for every company.

Network
Instant access to DHS public private partnerships and the greater homeland security enterprise, a $544B marketplace.

Mentorship
Learn from the best. We have a deep bench of government and private sector partners who can offer guidance and introductions.

Why Us?

Market Validation

Find market fit through prototype testing and pilot opportunities.

Amplify Your Reach

Demo your product to government, industry and investors from across the world.

Follow-On Funding

Our alumni have received follow-on funding by venture capital investors.

Portfolio Companies

Questions?

Email us | **DHS-Silicon-Valley@hq.dhs.gov**

Find us | **https://scitech.dhs.gov/hsip**

Follow us | **@dhsscitech #StartupDHS**

Technology Areas of Interest

Daniel Cotter

Director, First Responders Group
Science & Technology Directorate
Department of Homeland Security

Anil John

Program Manager, Cyber Security
Science & Technology Directorate
Department of Homeland Security

Startup Testimonial

Interested?

How to Apply?

How Startups Apply

① Review the call and decide whether your solution applies

② Submit application via email (application form under each call on fbo.gov)

   DHS-Silicon-Valley@hq.dhs.gov

③ If application is selected,
   - Prepare 15 minute oral pitch (in person or via WebEx)
   - Register in sam.gov (this is how we can pay you)

④ If selected for funding, notified same day and Contracts will contact you

⑤ Award timeframe estimate is 30 days

SAM.gov

- Once your application is selected, register your company in SAM.gov

- What you'll need before you register:
  - Taxpayer Identification Number (TIN)
    - This is your Employee ID Number (EIN)
    - If a Sole Proprietor, this is your Social Security Number (SSN)
  - DUNS number

- Reach out to us if you have questions or need help

How You'll Be Paid

- Payable Milestones = Payment is made upon achievement of a reasonable milestone (that YOU define in your application)

- A reasonable milestone needs to have a tangible outcome resulting from tasks that YOU define in your application (e.g. program plan, test report, prototype mockup, etc.)

Questions?

Email questions and join the mailing list:

DHS-Silicon-Valley@hq.dhs.gov

Program website:

https://scitech.dhs.gov/hsip

THANK YOU!

HOMELAND SECURITY DAY:
FIRST RESPONDERS